

Our mission at the Minnesota Vikings is to *Advance the Vikings legacy through the passionate pursuit of excellence.*

We strive to achieve, we put the team first, we seek to learn, we exhibit high character, and we are committed to a diverse, equitable and inclusive environment.

SUMMARY: This position will be a key member of the Revenue Team responsible for the sales of single game tickets, Stadium Builder's Licenses & season tickets, servicing of season ticket members and providing support to the premium and corporate partnership sales teams.

This role will work primarily with the Ticket Sales, Service & Operations Team throughout the year. Additionally, this Associate will have the opportunity to shadow Premium Sales and Corporate Partnership Sales team members. Approximately halfway through the year, this role will be paired up with one senior level Revenue team member to shadow for the remainder of the program with the intention of both strengthening their knowledge of that area of the department and becoming an integral part of that team. This role will primarily report to the Vice President, Premium Sales, and will work closely with both the Director, Ticket Sales & Service and Manager, Season Ticket Member Services for day-to-day assignments and training programs. A rotation of assignments throughout the entire Revenue Team should be expected, as the Associate will complete the year-long engagement with a keen understanding of all phases of revenue development, generation, preservation, maintenance, and renewal.

In addition to the duties described above, the Revenue Team Associate will take part in the Vikings' exclusive **Leadership Development Program**. This program will provide regular opportunities for professional development, exposure to organizational leadership and the ability to develop skills critical for the Associate's future career growth. A fundamental part of the program will include clearly defined goals between the Associate and their Supervisor that will be tracked and measured for progress throughout the term of the program.

This is a temporary full-time position that will begin on June 3, 2024 and conclude on May 23, 2025, unless otherwise determined.

ESSENTIAL DUTIES AND RESPONSIBILITIES:

- Drive the sales of single game tickets, group tickets, Stadium Builder's Licenses, season tickets and premium seating for Vikings Training Camp and games at U.S. Bank Stadium via prospecting, phone calls, emails, in-person meetings and group fundraising efforts
- Drive season ticket member service, engagement and renewal efforts
- Assist Premium & Corporate Sales team new business sales efforts via self-prospecting, market research and proposal generation
- Training Camp responsibilities include phone support of active ticket holders and assisting Ticket Operations team with ingress ticket scanning
- Game day responsibilities include handling phone calls, working in Guest Service booths and shadowing senior level ticket, premium and corporate sales & service team members
- Attend to stakeholders at Team events and at games, as well represent the Team at various other networking events, as determined by the Team
- Perform and strengthen miscellaneous projects as assigned

QUALIFICATION REQUIREMENTS:

- Self-motivated, customer focused team player with a high-energy level
- Excellent organizational abilities to handle multiple tasks, establish priorities, and consistently meet deadlines
- A willingness to handle inbound phone calls and provide exceptional customer service
- A willingness to make outgoing calls relating to various ticket sales and customer service initiatives such as selling ticket packages, collecting season ticket payments, coordinating SBL account holder communications and providing digital ticketing education
- Understands the need for data integrity and pays attention to maintaining accurate and timely data
- An effective communicator orally and written with excellent interpersonal skills and a willingness to engage in high volume of telemarketing sales and service efforts
- Bachelor's Degree in Business, Marketing or another related field recommended
- Available to work extended hours including evenings, weekends and holidays

CONFIDENTIALITY REQUIREMENTS: *This position may require the individual to have access to confidential records and information. To successfully perform this position, confidentiality of the information with which the individual has contact must be maintained.*

PHYSICAL DEMANDS: *The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.*

- Ability to perform physical tasks such as lifting and moving boxes etc.
- Ability to sit or stand for long periods of time

WORK ENVIRONMENT: *The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.*

- Standard office for regular office hours, on-site events

The Minnesota Vikings are committed to creating and sustaining a culture for you. Whoever you are, we are an organization that embraces and empowers people of all backgrounds and experiences and incorporate diversity, equity, and inclusion into the foundation of everything we do. We are proud to have a culture that empowers our people to harness their uniqueness to develop their full potential as a contributor to the success of the organization and the communities we serve. The Minnesota Vikings are an equal opportunity employer, and we continue to commit to creating equitable opportunities by ensuring that our place can be anyone's place.